

Message Text

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44

ACTION HEW-08

INFO OCT-01 NEA-14 ISO-00 AID-20 EB-11 COME-00 CIAE-00

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R 261110Z SEP 74

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC 8358

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FOR HEW SECRETARY WEINBERGER FROM AMBASSADOR HELMS

E.O. 11652: N/A

TAGS: BEXP, IR

SUBJ: HOSPITAL CONSTRUCTION

REF: A. STATE 210276 B. STATE 209359 C. TEHRAN 7883

1. APPRECIATE PROMPT REPLY TO MINISTER MAJIDI CONCERNING AMERICAN MEDICORP. COMPANY APPEARS CAPABLE IN ITS FIELD AND POSSESSES REQUIRED FINANCIAL RESOURCES. BEFORE PASSING ON INFORMATION CONTAINED REFTEL (A), HOWEVER, WOULD APPRECIATE REAFFIRMATION OF COMPANY'S ABILITY TO PERFORM IN AN IRANIAN SETTING, PARTICULARLY IN VIEW OF THE MAGNITUDE OF THE UNDERTAKING IN QUESTION (SEE REFTEL C).

2. THIS 6,000-BED PROJECT WOULD INVOLVE, IN ADDITION TO USUAL CONSTRUCTION, EQUIPMENT, AND MANAGEMENT, COMPLETE TRAINING OF STAFF AT ALL LEVELS. FAILURE TO PRODUCE TURN-KEY OPERATED HOSPITAL WITH QUALIFIED ADMINISTRATORS, TECHNICIANS AND EVEN JANITORIAL STAFF WOULD CONSTITUTE DISTINCT BLOW FOR FUTURE OF AMERICAN COMPANIES IN THIS FIELD. GERMANS AND SWEDES WITH FULL SUPPORT OF HIGHLY DEVELOPED NATIONAL HEALTH ORGANIZATIONS ARE PUSHING HARD TO DISPLACE AMERICAN CANDIDATES FOR THIS BUSINESS.

3. AM NOT RPT NOT ATTEMPTING PUT YOU ON SPOT OR TO ASK YOU TO TAKE RESPONSIBILITY FOR THIS AMERICAN COMPANY. AM SIMPLY ASKING
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FOR EDUCATED ESTIMATE AS TO COMPANY'S CAPABILITIES AS MEASURED

AGAINST THE PROJECT UNDER CONSIDERATION. WHEN WE HAVE YOUR REPLY,
WE CAN THEN JUDGE HOW WE SHOULD DEAL WITH THE GOI AND WHAT
INFORMATION IT IS DESIRABLE OR POLITIC FOR US TO PASS ALONG TO
THEM.
HELMS

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NNN

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